

W. T. GRANT COMPANY

*Annual Report*

1935

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**BOARDS**

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# W. T. GRANT COMPANY

(A Delaware Corporation)

## ANNUAL REPORT 1935 FISCAL YEAR

Which Ended January 31, 1936

To be submitted to the Annual Meeting of Stockholders  
to be held at 1441 Broadway, New York, N. Y., on  
April 7, 1936.



## BOARD OF DIRECTORS

William T. Grant, Chairman

John G. Byler	Karl D. Gardner
R. A. Cunningham	John M. Hancock
Howland S. Davis	James L. O'Neill
Fred H. Edgecomb	Benjamin A. Rowe
Clayton E. Freeman	William B. Warner

## OFFICERS

William T. Grant . . . . .	Chairman of the Board
Benjamin A. Rowe . . . . .	President
Karl D. Gardner . . . . .	Vice-President and General Manager
Fred H. Edgecomb . . . . .	Vice-President
Richard W. Story . . . . .	Vice-President and Secretary
John G. Byler . . . . .	Vice-President and Treasurer

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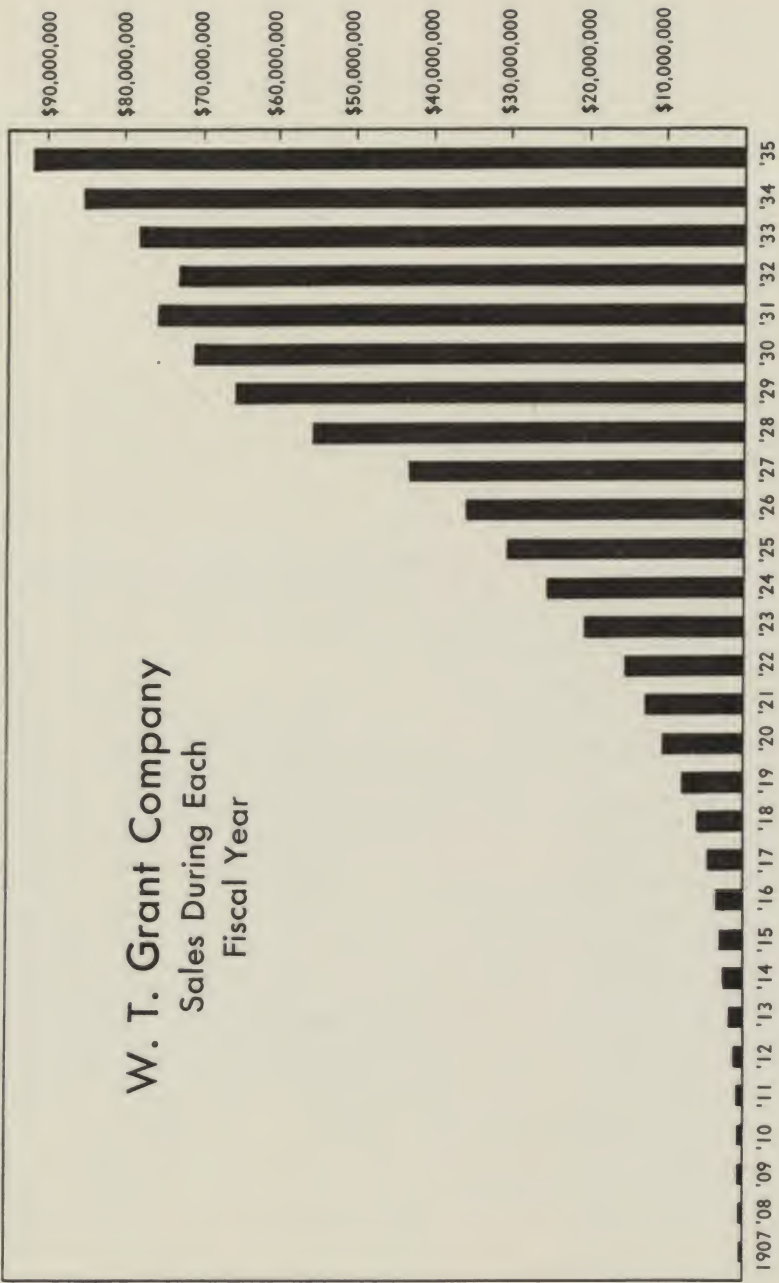
### Transfer Agent

Guaranty Trust Company  
of New York

### Registrar

Bankers Trust Company  
New York, N. Y.

# W. T. Grant Company Sales During Each Fiscal Year



# W. T. GRANT COMPANY

Department Stores  
Fourteen Forty-One Broadway  
New York

March 16, 1936

To the Stockholders:

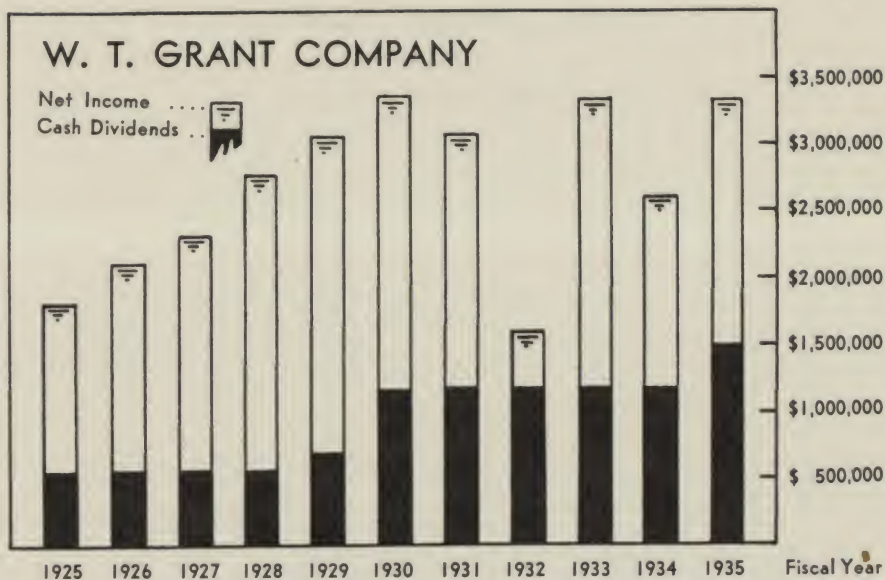
During 1935, sales of your Company were the largest in its history. Net earnings increased over the previous year and equalled \$2.78 per share on the outstanding stock. Dividends paid amounted to \$1.25 per share and the Company ended the year in strong financial condition.

## SALES

Sales for the year were \$91,981,814, an increase of \$6,912,202 or 8.13% over the preceding year. An analysis of the increase in sales appears below.

	Fiscal Year 1935	Fiscal Year 1934	Change
Sales for 457 stores open during entire year 1934.	\$89,417,316	\$84,670,281	5.61% increase
Sales for 8 new stores opened during 1934. . .	1,240,129	399,331	
Sales for 6 new stores opened during 1935. . .	1,324,369	—	
Total Sales . . . . .	<u>\$91,981,814</u>	<u>\$85,069,612</u>	<u>8.13% increase</u>

With the continued improvement in sales of identical stores, sales in those stores are now above the level of 1931, but are approximately 10% below the levels of 1929.



### NET EARNINGS

Net earnings for the 1935 fiscal year were \$3,334,246 which is equal to \$2.78 per share of capital stock outstanding. In the previous year earnings were \$2,616,202 or \$2.18 per share.

During the first six months of the year, increased sales were secured but gross margins were less than the previous year and expenses were higher. It was only through increased sales that profits equalled those of the corresponding months of 1934.

During the latter half of the year, gross margins compared favorably with the previous year and expenses did not increase in proportion to sales. As a result net profit margins improved and showed an increased total profit for the year.

The table following shows profit by six months' periods compared with the previous year.

	1935	1934	Increase
Earnings for First Six Months . . . . .	\$ 669,525	\$ 658,880	\$ 10,645
Earnings for Second Six Months . . . . .	2,664,721	1,957,322	707,399
<b>Earnings for Year . . . . .</b>	<b>\$3,334,246</b>	<b>\$2,616,202</b>	<b>\$718,044</b>



## FINANCIAL CONDITION

On January 31, 1936, the Balance Sheet showed current assets of \$19,980,277 as compared with current liabilities of \$2,802,692. The excess of current assets over current liabilities was \$17,177,585, an increase of \$1,608,009 during the year. Cash was \$8,805,872. During the year outstanding Mortgages and Deferred Notes Payable were reduced by \$1,072,700.

## NEW STORES

At the end of the year the Company was operating 471 stores, six of which were opened during 1935. These new stores and dates of opening are:

March 8, 1935—Woburn, Mass.	May 25, 1935—New Kensington, Pa.
April 13, 1935—Chicago, Ill.	Aug. 17, 1935—Decatur, Ill.
May 25, 1935—New Castle, Ind.	Nov. 23, 1935—Columbus, Ohio

In the above six stores, the Company had the following capitalized investment at the year end:

Merchandise . . . . .	\$193,408
Furniture and Fixtures . . . . .	176,337
Alterations and Improvements . . . . .	105,912
Advances to Landlords . . . . .	20,200
	<hr/>
Total . . . . .	\$495,857

During the year twelve stores were remodeled or enlarged and the general appearance and condition of all stores was maintained at a high level.

Properties formerly owned by the W. T. Grant Realty Corporation, a subsidiary company, at New Bedford, Mass and Ybor City, Fla. were sold during the year at approximately their book value. In connection with the sale, the operating company leased these premises for a long term of years.

Several stores are now under lease for opening during 1936, among these being locations at Wichita, Kansas and Topeka, Kansas. Additional locations are under consideration for new stores.

## ORGANIZATION

Effective August 1, 1935, Karl D. Gardner, formerly Vice-President and Director of Merchandising was named Vice-President and General Manager and as such is responsible for coördinating the store operations, the buying, the advertising, and the personnel departments of the company. Alfred N. Derouin, formerly Vice-President in charge of Real Estate, resigned effective January 31, 1936.

At the mid year, the stores were grouped into eleven districts instead of six. The new grouping will secure more direct contact between the district operating executives and the store managers.

On April 3, 1934, the stockholders approved the "Executive Compensation Plan" for the period commencing February 1, 1933 and ending January 31, 1936. The Directors have approved the extension of this Plan, with certain changes in minor administrative details, for the period from February 1, 1936 to January 31, 1937 and the plan will be submitted to the stockholders at the Annual Meeting to be held on April 7, 1936 for ratification and confirmation.

The officers and directors wish to express their appreciation of the loyal and efficient work of the entire organization during the year.

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One of the serious problems confronting the merchant today is the task of distributing merchandise without raising its price because of increasing costs of taxes and related expenses. The distributor is not only being called upon to absorb these higher costs which apply to its own operations, but is also obliged to collect in the retail price the tax burdens assessed against manufacturers and producers during the process of converting raw materials and labor into articles of every-day use and service.

It is our experience that the retail price of various items of merchandise has a decided effect on the quantity which consumers will buy. Higher costs inevitably lead to higher prices and as prices increase fewer goods can be bought by the public. Lower consumption means reduced production and reduced production results in more unemployment.

In addition to increased general taxes, discriminatory legislation is being fostered against large and efficient retail distributing organizations. Such legislation would result in additional burdens to be paid for by the consumer.

Your Company is exerting every effort to offset these added costs through greater efficiency in the operation of its stores, so that goods may continue to be made available to customers at the lowest price consistent with good quality and their utility value. However, beyond the results which can be secured by increased merchandising efficiency, there remains the serious threat to this country's standard of living, which must be the concern of everyone.

WILLIAM T. GRANT, Chairman.

B. A. ROWE, President.

## CERTIFICATE OF AUDITORS

March 5, 1936

To the Board of Directors and Stockholders,  
W. T. Grant Company,  
New York, N. Y.

We have made an examination of the Consolidated Balance Sheet of W. T. Grant Company (a Delaware Corporation); its subsidiary companies, W. T. Grant Company (a Massachusetts Corporation); and W. T. Grant Realty Corporation (a New York Corporation) as at January 31, 1936, and of the statement of Consolidated Income and Surplus for the fiscal year ended at that date. In connection therewith, we examined or tested accounting records of the Companies and other supporting evidence; we also made a general review of the accounting methods and of the operating and income accounts for the year, but we did not make a detailed audit of the transactions.

Cash on deposit was confirmed. Merchandise inventories as taken and certified by the management, valued at not in excess of cost or market, whichever is lower, were tested by us as to pricing and computations. The Massachusetts Corporation was guarantor of a note issued to a bank by Trustees of an Employees' Stock Purchase Fund, secured by 32,454 shares of the capital stock of the Delaware Corporation, the unpaid balance of which note amounted to \$448,257.80 at January 31, 1936. Unused balances of Import Letters of Credit issued to the Massachusetts Corporation amounted to \$538,020.79 at that date.

In our opinion, based on our examination and information submitted to us, the annexed Consolidated Balance Sheet and the related Consolidated Income and Surplus Accounts fairly present, in accordance with accepted principles of accounting consistently maintained by the companies during the year under review, their consolidated financial position at January 31, 1936, and the consolidated results of their operations for the fiscal year then ended.

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# W. T. GRANT COMPANY

(A Delaware Corporation)

AND SUBSIDIARY COMPANIES

## CONSOLIDATED INCOME ACCOUNT

For the fiscal year ended January 31, 1936

SALES . . . . .		\$91,981,814.05
COST OF MERCHANDISE SOLD AND OPERATING EXPENSES . . . . .		86,812,894.25
		<hr/>
OTHER INCOME (Net) . . . . .		5,168,919.80
		31,300.96
		<hr/>
		5,200,220.76
DEDUCT		
Interest paid less interest received . . . . .	\$ 122,904.09	
Allowance for depreciation and amortization of leasehold improve- ments . . . . .	1,207,450.86	
Provision for federal income tax . . . . .	535,620.06	
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		1,865,975.01
NET INCOME . . . . .		<hr/> <hr/>
		\$3,334,245.75

## CONSOLIDATED SURPLUS ACCOUNT

For the Fiscal Year Ended January 31, 1936

BALANCE—January 31, 1935 . . . . .		\$18,505,746.35
ADD:		
NET INCOME—for year—as above . . . . .	\$3,334,245.75	
DEDUCT:		
CASH DIVIDENDS PAID		
Regular quarterly dividends		
April 1, 1935—25c per share . . . . .	\$298,838.75	
July 1, 1935—25c per share . . . . .	298,838.75	
October 1, 1935—25c per share . . . . .	298,838.75	
January 1, 1936—25c per share . . . . .	298,838.75	
Special dividend		
April 1, 1935—25c per share . . . . .	298,838.75	
		<hr/>
TOTAL DIVIDENDS PAID . . . . .	1,494,193.75	
NET ADDITION TO SURPLUS . . . . .		<hr/>
		1,840,052.00
BALANCE—January 31, 1936 . . . . .		<hr/> <hr/>
		\$20,345,798.35

# W. T. GRANT COMPANY

(A Delaware Corporation)

## AND SUBSIDIARY COMPANIES

### CONSOLIDATED BALANCE SHEET

January 31, 1936

#### ASSETS

<b>CURRENT</b>			
Cash . . . . .	\$8,805,872.09		
Accounts Receivable . . . . .	110,739.63		
Merchandise Inventories . . . . .	10,979,228.99		
Cash Surrender Value—Life Insurance Policies . . . . .	84,436.77		\$19,980,277.48
<hr/>			
<b>OTHER ASSETS</b>			
Advances to and Security Deposited with, Landlords—To be Repaid over a Term of Years . . . . .	299,588.38		
Employees' Notes and Accounts Receivable . . . . .	7,777.28		
Sundry Accounts, Notes, Claims and Investments; Funds in Closed Banks and Restricted Balances less Reserve . . . . .	12,219.70		319,585.36
<hr/>			
<b>PERMANENT ASSETS</b>			
Land, Buildings and Improvements—at cost . . . . .	\$6,890,214.54		
LESS: Allowance for Depreciation . . . . .	711,489.71	6,178,724.83	
<hr/>			
Furniture and Fixtures—at cost . . . . .	6,325,379.02		
LESS: Allowance for Depreciation . . . . .	3,378,206.68	2,947,172.34	9,125,897.17
<hr/>			
<b>ALTERATIONS AND IMPROVEMENTS TO LEASED PROPERTIES</b> . . . . .			5,428,265.60
(This amount is being written off over a period not in excess of the term of the leases involved)			
<b>DEFERRED CHARGES TO FUTURE OPERATIONS</b>			
Prepaid Taxes and Rents, Unexpired Insurance Premiums, Supplies, etc. . . . .			844,970.53
			<hr/> <hr/>
			<b>\$35,698,996.14</b>

#### LIABILITIES

<b>CURRENT</b>			
Accounts Payable . . . . .	\$ 932,198.14		
Accrued Accounts . . . . .	1,240,494.34		
Federal Tax Reserve . . . . .	605,000.00		
Notes Payable for Lease—Due 1936 . . . . .	25,000.00		\$2,802,692.48
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<b>DEFERRED</b>			
Notes Payable for Lease—Due 1937 to 1938 . . . . .	37,500.00		
Tenants Deposits as Security for Leases (expiring 1936 to 1949) . . . . .	7,983.32		45,483.32
<hr/>			
<b>REAL ESTATE MORTGAGES PAYABLE</b> . . . . .			2,275,050.00
(Demand \$65,000.00; Maturing within One Year \$132,200.00; Balance Maturing 1937-1943)			
<b>RESERVE FOR REPAINTING STORES</b> . . . . .			140,525.99
<b>CAPITAL STOCK AND SURPLUS</b>			
Capital Stock (Authorized 2,000,000 Shares of No Par Value)			
Outstanding 1,195,355 Shares . . . . .	10,089,446.00		
Earned Surplus (including \$15,462,538.53 earned since formation of Delaware Company in 1927) . . . . .	20,345,798.35	30,435,244.35	
			<hr/> <hr/>
			<b>\$35,698,996.14</b>

# W. T. GRANT COMPANY

## COMPARATIVE CONSOLIDATED INCOME ACCOUNTS

FISCAL YEAR (Which Ends January 31 of Subsequent Calendar Year)	1935	1934	1933	1932	1931	1930
SALES	\$91,981,814	\$85,059,612	\$78,206,119	\$73,086,856	\$75,679,203	\$71,376,487
LESS: Cost of Merchandise Sold and Operating Expenses	86,812,894	80,765,419	73,022,906	70,101,405	71,118,362	66,736,925
OTHER INCOME (Net)	5,168,920 31,301	4,304,193 7,258	5,183,213 12,785	2,985,451 65,612	4,560,841 51,280	4,639,562 93,841
	5,200,221	4,311,451	5,195,998	3,051,063	4,612,121	4,733,403
DEDUCT:						
Interest Paid less Interest Earned	122,904	145,189	159,637	140,488	105,911	37,895
Allowance for Depreciation and Amortization	1,207,451	1,153,180	1,175,871	1,061,345	964,062	858,634
Provision for Federal Income Taxes	535,620	396,880	513,315	237,154	434,500	463,245
NET INCOME	<u>\$3,334,246</u>	<u>\$2,616,202</u>	<u>\$3,347,175</u>	<u>\$1,612,076</u>	<u>\$3,107,648</u>	<u>\$3,373,629</u>

## COMPARATIVE CONSOLIDATED SURPLUS ACCOUNTS

FISCAL YEAR (Which Ends January 31 of Subsequent Calendar Year)	1935	1934	1933	1932	1931	1930
SURPLUS—BEGINNING OF YEAR.	\$18,505,746	\$17,146,092	\$15,065,501	\$14,709,843	\$12,881,485	\$10,705,481
ADD:						
Net Income for Year as Above	3,334,246	2,616,202	3,347,175	1,612,076	3,107,648	3,373,629
	21,839,992	19,762,294	18,412,676	16,321,919	15,989,133	14,079,110
DEDUCT:						
Common Dividends	1,494,194	1,195,355	1,195,355	1,195,355	1,195,355	1,187,830
Sundry Deductions (Net)	—	61,193	71,229	61,063	83,935	9,795
SURPLUS—END OF YEAR	<u>\$20,345,798</u>	<u>\$18,505,746</u>	<u>\$17,146,092</u>	<u>\$15,065,501</u>	<u>\$14,709,843</u>	<u>\$12,881,485</u>

# W. T. GRANT COMPANY

## COMPARATIVE CONSOLIDATED BALANCE SHEETS

AT END OF FISCAL YEAR (January 31 of Subsequent Calendar Year)	1935	1934	1933	1932	1931	1930
<b>ASSETS:</b>						
Cash . . . . .	\$8,805,872	\$7,364,070	\$7,151,095	\$4,266,632	\$4,946,518	\$4,791,015
Notes and Accounts Receivable . . . . .	110,739	231,507	125,879	133,715	261,126	389,320
Merchandise Inventories . . . . .	10,979,229	10,331,294	8,919,159	8,282,485	8,205,405	7,187,761
Cash Surrender Value—Life Insurance . . . . .	84,437	82,862	81,764	80,232	78,022	69,815
<b>TOTAL CURRENT ASSETS . . . . .</b>	<b>19,980,277</b>	<b>18,009,733</b>	<b>16,277,897</b>	<b>12,763,064</b>	<b>13,491,071</b>	<b>12,437,911</b>
Misc. Inv., Employees Acc. Rec., etc. (Net) . . . . .	19,997	30,558	76,190	107,726	88,153	94,862
Advances and Accounts with Property Owners . . . . .	299,588	469,033	477,398	553,076	415,768	203,892
Land and Buildings, Depreciated . . . . .	6,178,725	6,620,609	6,559,380	6,410,502	6,048,637	5,322,129
Furniture and Fixtures, Depreciated . . . . .	2,947,172	3,114,836	3,234,869	3,571,669	3,182,999	2,864,940
Alterations and Improvements, Depreciated . . . . .	5,428,266	5,558,115	5,782,103	6,118,536	6,100,418	5,978,168
Prepaid Rents, Taxes, Unexpired Ins., etc. . . . .	844,971	772,089	710,274	795,761	599,311	726,369
<b>TOTAL ASSETS . . . . .</b>	<b>\$35,698,996</b>	<b>\$34,574,973</b>	<b>\$33,118,111</b>	<b>\$30,320,334</b>	<b>\$29,926,357</b>	<b>\$27,628,271</b>
<b>LIABILITIES AND CAPITAL:</b>						
Accounts Payable . . . . .	\$932,198	\$975,564	\$554,592	\$573,065	\$488,001	\$457,374
Notes Payable, etc. . . . .	25,000	30,750	30,750	25,000	25,000	25,000
Accrued Accounts . . . . .	1,240,495	974,844	1,134,271	720,822	709,879	757,430
Reserve for Federal Taxes (Est.) . . . . .	605,000	459,000	573,427	259,686	434,500	462,500
<b>TOTAL CURRENT LIABILITIES . . . . .</b>	<b>2,802,693</b>	<b>2,440,158</b>	<b>2,293,040</b>	<b>1,578,573</b>	<b>1,657,380</b>	<b>1,702,304</b>
Deferred Notes Payable, etc. . . . .	37,500	166,000	196,750	112,500	137,500	162,500
Tenants' Deposits . . . . .	7,983	8,433	7,638	25,745	24,092	—
Real Estate Mortgages Payable . . . . .	2,275,050	3,219,250	3,245,492	3,326,650	3,210,500	2,686,667
Reserve for Repainting Stores . . . . .	140,526	145,940	139,653	121,919	97,596	105,869
Common Stock . . . . .	10,089,446	10,089,446	10,089,446	10,089,446	10,089,446	10,089,446
Surplus . . . . .	20,345,798	18,505,746	17,146,092	15,065,501	14,709,843	12,881,485
<b>TOTAL LIABILITIES AND CAPITAL . . . . .</b>	<b>\$35,698,996</b>	<b>\$34,574,973</b>	<b>\$33,118,111</b>	<b>\$30,320,334</b>	<b>\$29,926,357</b>	<b>\$27,628,271</b>

## GRANT STORES

### ALABAMA

Anniston  
Birmingham  
Decatur  
Gadsden  
Huntsville  
Mobile

### ARKANSAS

Little Rock  
Pine Bluff

### CALIFORNIA

Berkeley  
Fresno  
Huntington Park  
Los Angeles  
Oakland  
Sacramento  
San Jose  
Santa Barbara

### CONNECTICUT

Ansonia  
Bridgeport (2)  
Danbury  
Danielson  
Derby  
Greenwich  
Hartford  
Meriden  
Middletown  
Milford  
Naugatuck  
New Britain  
New Haven  
New Milford  
Putnam  
Rockville  
Southington  
South Manchester  
Stamford  
Thomaston  
Thompsonville  
Torrington  
Wallingford  
Waterbury  
Willimantic  
Winsted

### DELAWARE

Dover  
Milford  
Wilmington

### FLORIDA

Jacksonville  
Miami  
Orlando  
Tampa  
Ybor City Station

### GEORGIA

Albany  
Atlanta  
Augusta

### GEORGIA (Cont.)

Brunswick  
Macon  
Savannah  
Valdosta

### ILLINOIS

Alton  
Aurora  
Belleville  
Chicago (4)  
Decatur  
East St. Louis  
Elgin  
Galesburg  
Jacksonville  
Joliet  
Peoria  
Quincy  
Rockford  
Springfield  
West Frankfort

### INDIANA

Evansville  
Fort Wayne  
Gary  
Hammond  
Indianapolis  
Michigan City  
New Albany  
Newcastle  
South Bend

### IOWA

Clinton  
Davenport  
Ottumwa  
Waterloo

### KANSAS

Hutchinson  
Pittsburg

### KENTUCKY

Louisville  
Paducah

### LOUISIANA

Alexandria  
Baton Rouge  
Monroe  
New Orleans  
Shreveport

### MAINE

Bangor  
Brunswick  
Calais  
Fort Kent  
Gardiner  
Lewiston  
Old Town  
Portland  
Sanford  
Skowhegan  
Van Buren

### MARYLAND

Baltimore  
Cambridge  
Crisfield

### MASSACHUSETTS

Adams  
Allston  
Arlington  
Athol  
Beverly  
Boston  
Brockton  
Cambridge  
Chelsea  
Chicopee  
Clinton  
Codman Square  
Danvers  
Dorchester  
East Boston  
Easthampton  
Everett

Fall River  
Fitchburg  
Framingham  
Franklin  
Gardner  
Gloucester  
Great Barrington  
Haverhill  
Holyoke  
Hudson  
Hyannis  
Hyde Park  
Jamaica Plain  
Lawrence  
Leominster  
Lynn (2)  
Malden  
Marlboro  
Mattapan  
Medford  
Melrose  
Middleboro  
Milford  
Natick  
Needham  
New Bedford (2)  
Norfolk Downs  
North Adams  
North Attleboro  
Norwood  
Palmer  
Peabody  
Pittsfield  
Plymouth  
Reading  
Rockland  
Roslindale  
Roxbury  
Salem  
Somerville  
South Boston  
Stoneham  
Taunton

### MASSACHUSETTS (Cont.)

Uphams Corner Sta.  
Wakefield  
Waltham  
Ware  
Watertown  
Webster  
Weymouth  
Winchendon  
Winthrop  
Woburn  
Worcester

### MICHIGAN

Detroit (2)  
Grand Rapids  
Hamtramck  
Kalamazoo  
Lansing  
Muskegon  
Saginaw  
St. Joseph

### MINNESOTA

Minneapolis  
Rochester  
St. Paul

### MISSISSIPPI

Jackson

### MISSOURI

Kansas City  
St. Joseph  
St. Louis  
Springfield

### NEBRASKA

Lincoln  
Omaha

### NEW HAMPSHIRE

Berlin  
Concord  
Derry  
Dover  
Franklin  
Manchester  
Nashua  
Portsmouth  
Rochester

### NEW JERSEY

Bayonne  
Bloomfield  
Burlington  
Camden  
Collingswood  
Dover  
Hackensack  
Hammonton  
Hoboken  
Jersey City (3)  
Millville  
Mount Holly  
Newark (3)



**NEW JERSEY (Cont.)**

Passaic  
 Paterson  
 Rahway  
 Riverside  
 Somerville  
 Trenton  
 Union City  
 Vineland  
 West New York

**NEW YORK**

Albany  
 Batavia  
 Bath  
 Bay Shore, L. I.  
 Bayside, L. I.  
 Beacon  
 Binghamton  
 Bronx (4)  
 Brooklyn (2)  
 Buffalo (7)  
 Canandaigua  
 Carthage  
 Catskill  
 Corning  
 Corona, L. I.  
 Dansville  
 Elmira  
 Far Rockaway, L. I.  
 Flushing, L. I.  
 Freeport, L. I.  
 Geneva  
 Glen Cove, L. I.  
 Glens Falls  
 Gouverneur  
 Great Neck, L. I.  
 Hempstead, L. I.  
 Herkimer  
 Hudson Falls  
 Huntington, L. I.  
 Ilion  
 Jamaica, L. I.  
 Jamestown  
 Johnstown  
 Kingston  
 Lackawanna  
 Lockport  
 Lynbrook, L. I.  
 Mechanicville  
 Medina  
 Middletown  
 New York City (5)  
 New Rochelle  
 Niagara Falls  
 Norwich  
 Oneida  
 Oneonta  
 Oyster Bay, L. I.  
 Patchogue, L. I.  
 Penn Yan  
 Port Chester  
 Port Jervis

**NEW YORK (Cont.)**

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 Riverhead, L. I.  
 Rochester  
 Rockville Center, L. I.  
 Rome  
 Schenectady  
 Seneca Falls  
 Syracuse (2)  
 Tonawanda  
 Utica  
 Watertown  
 Warsaw  
 Westfield  
 Wellsville  
 Woodhaven, L. I.  
 Yonkers

**NORTH CAROLINA**

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 Concord  
 Elizabeth City  
 Goldsboro  
 Greensboro  
 Greenville  
 Hickory  
 Kinston  
 Raleigh

**NORTH DAKOTA**

Fargo

**OHIO**

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 Barberton  
 Bellaire  
 Bellevue  
 Cambridge  
 Canton  
 Circleville  
 Columbus  
 Conneaut  
 Dayton  
 Delphos  
 East Liverpool  
 Elyria  
 Kent  
 Lima  
 Mansfield  
 Marion  
 New Philadelphia  
 Newark  
 Norwalk  
 Portsmouth  
 Steubenville  
 Toledo  
 Youngstown

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Muskogee  
 Oklahoma City

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Altoona  
 Bangor

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 Blairsville  
 Bloomsburg  
 Bristol  
 Butler  
 Carlisle  
 Chambersburg  
 Columbia  
 Conshohocken  
 Corry  
 Danville  
 East Liberty  
 Elizabethtown  
 Ellwood City  
 Erie  
 Freeland  
 Greenville  
 Hazleton  
 Homestead  
 Honesdale  
 Huntingdon  
 Jeannette  
 Johnstown  
 Lancaster  
 Lock Haven  
 McKeesport  
 Mahanoy City  
 Middletown  
 Milton  
 Mount Pleasant  
 Mount Union  
 New Kensington  
 Oil City  
 Palmerton  
 Philadelphia (4)  
 Philipsburg  
 Phoenixville  
 Pittston  
 Pittsburgh  
 Pottstown  
 Pottsville  
 Reading  
 Sayre  
 Scranton  
 Shamokin  
 Shippensburg  
 Sunbury  
 Titusville  
 Towanda  
 Uniontown  
 Upper Darby  
 Waynesboro  
 West Chester  
 Williamsport  
 Windber  
 York

**RHODE ISLAND**

Newport  
 Pawtucket  
 Providence  
 West Warwick  
 Woonsocket

**SOUTH CAROLINA**

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 Columbia  
 Florence  
 Greenville

**TENNESSEE**

Bristol  
 Chattanooga  
 Memphis  
 Nashville

**TEXAS**

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 Beaumont  
 Brownsville  
 Corpus Christi  
 Dallas  
 El Paso  
 Fort Worth  
 Galveston  
 Houston  
 San Antonio  
 Waco  
 Wichita Falls

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Ogden  
 Salt Lake City

**VERMONT**

Bennington  
 Burlington  
 Newport  
 St. Johnsbury

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Charlottesville  
 Clifton Forge  
 Danville  
 Fredericksburg  
 Norfolk  
 Harrisonburg  
 Hopewell  
 Lynchburg  
 Newport News  
 Petersburg  
 Portsmouth  
 Richmond  
 Roanoke

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 Hinton  
 Huntington  
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